J F HERBER - T-306

488

"Our World & Welcome To It!"

Organic Chemicals DIVISION

1970

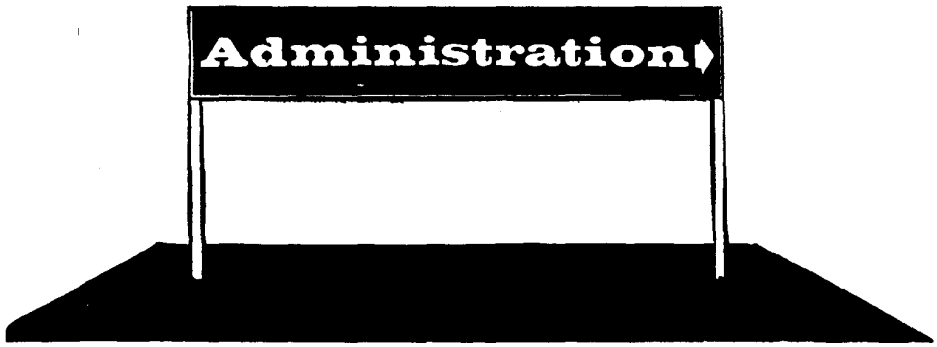
EDITION IV

TOWOLDMON0009720

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TOWOLDMON0009721


Administration

ADMINISTRATION

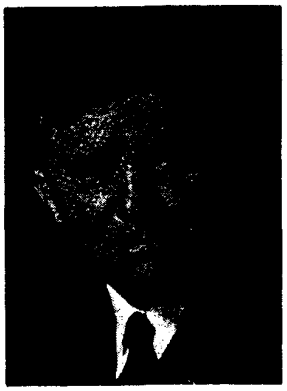
Vice President & General Manager Howard Minckler



ASSISTANT GENERAL MANAGER	JOHN MASON
ASSISTANT GENERAL MANAGER	CHARLIE SMITH
MANAGER, DEVELOPMENT	CLINT KEMP
DIRECTOR, PERSONNEL	HOWARD MITCHELL
CONTROLLER	LEE LEDBETTER
ENGINEERING DIRECTOR	BOB HOWARD

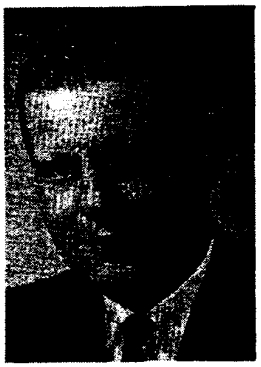
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Assistant General Managers



John Mason

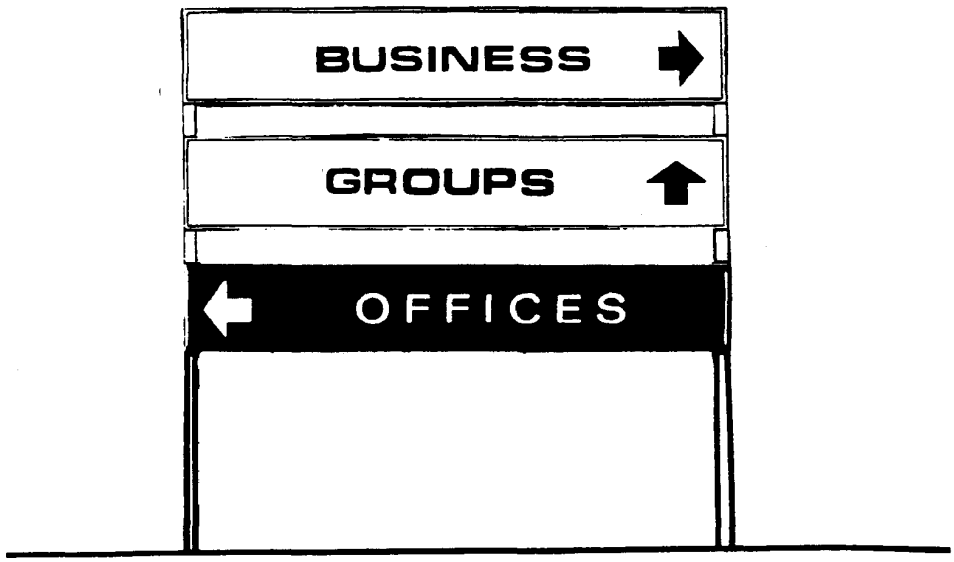
GROUP	MANAGER/DIRECTOR
RUBBER CHEMICALS	ARNE OBEL
FUNCTIONAL FLUIDS	HOWARD BERGEN
CELLU-CHEM	JOHN MULLENDORE
TECHNOLOGY	BILL ROOS
SALES ADMINISTRATION	HARRY SCOTT
BUSINESS SYSTEMS	ROGERS MALONE



Charlie Smith

PLASTICIZERS	JIM SPRINGGATE
GENERAL CHEMICALS	BOB BILGER
FOOD & FINE	AL HEININGER
MANUFACTURING	FRED HOLZAPFEL
INTERNATIONAL GROWTH	"HASH" HASHBARGER

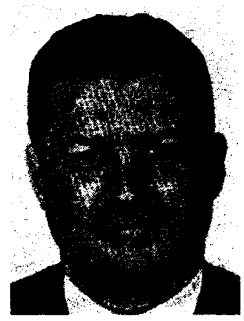
TOWOLDMON0009724


BUSINESS
GROUPS
OFFICES

FUNCTIONAL FLUIDS

Howard Bergen

Director



MARKETING
DON OLSON, SALES DIRECTOR
Responsibility: marketing plans, performance

RESEARCH AND DEVELOPMENT
BILL RICHARD, MANAGER
Responsibility: Achieving technological goals, providing full technical service support to marketing function; commercial development programs

COMMERCIAL DEVELOPMENT
DICK DAVIS, MANAGER
Responsibility: Commercial development of new products for new markets; new venture and acquisition programs

MANUFACTURING
JIM SAVAGE, MANAGER
Responsibility: worldwide planning, organizing, directing, evaluating of manufacturing effort

ENVIRONMENTAL CONTROL
BILL PAPAGEORGE, MANAGER

ACCOUNTING REPRESENTATIVE
ART KOENIG

ENGINEERING (CED)
R. M. KOUNTZ, MANAGER

TOWOLDMON0009726

MARKETING ORGANIZATION

■ MARKETING MANAGERS

Responsible for providing market plans, programs, and performance with customers.

AVIATION/AEROSPACE	FRANK LANGENFELD
SALES MANAGER	LARRY BRADFORD
TECH. MARKETING MANAGER	ROGER HATTON
DIVERSIFICATION MANAGER	BOB HESS
DIELECTRICS	PAUL BENIGNUS
SR. PRODUCT SPECIALIST	JIM BRYANT
SR. SALES REPRESENTATIVE	RANDY GRAHAM (New York)
HEAT TRANSFER	JACK FALLON
ENGINEERING SPECIALIST	DON ROUSH
SR. SALES REPRESENTATIVE	JAY PULLMAN (Chicago)
SR. SALES REPRESENTATIVE	ROGER IRWIN
INDUSTRIAL	NORM JOHNSON
PRODUCT SPECIALIST	DALE SMITH
PRODUCT SPECIALIST	DAVE HALL
DIVERSIFICATION SPEC.	DON POGUE
FIELD SALES MANAGER	RALEIGH GARCIA

PRODUCTS

AVIATION
- Coolanol Fluids
- Skydrol Fluids
- Skylube Fluids

DIELECTRIC
- Aroclor Fluids (Electrical)
- *Biphenyl
- Inerteen Fluids
- Pyranol Fluids

HEAT TRANSFER
- Therminol Fluids

INDUSTRIAL
- Pydraul Fluids
- Santovac Fluids
- Santosafe Fluids

RAW MATERIALS
- Trichlorobenzene
- Tri-Tetrachlorobenzene

*Technology, capital, costs

TOWOLDMON0009727

FOOD & FINE

Al Heininger

Director



MARKETING
DON MARRINER, SALES DIRECTOR
Responsibility: Marketing plans, budgets, organizing, staffing, performance (including field sales)

COMMERCIAL DEVELOPMENT
BILL HAMMANN, MANAGER
Responsibility: Growth in scope, including implementation of entry into flavor/fragrance field

RESEARCH AND DEVELOPMENT
FERD ZIENTY, MANAGER
Responsibility: Achieving technological goals and providing technical service support to marketing

LUEDERS & COMPANY, INC.
LEE MILLER, PRESIDENT

MANUFACTURING
OLLIE DRESSEL, MANAGER
Responsibility: Worldwide planning, organizing, directing, evaluating of manufacturing effort

ACCOUNTING REPRESENTATIVE
NORM FOSTER

ENGINEERING (CED)
JIM BRIGHT, MANAGER

TOWOLDMON0009728

MARKETING ORGANIZATION

■ MARKET MANAGER, FOOD INGREDIENTS	HARRY DITTY
■ MARKET MANAGER, PHARMACEUTICALS	HANK SHEA
■ TECHNICAL SPECIALIST - COSMETICS AND SANITARY CHEMICALS	TONY SWEET
■ MANAGER, FIELD SALES	ALAN EADES
REGIONAL MANAGER (New York)	JACK STOKES

PRODUCTS

FOOD INGREDIENTS
- Adipic Acid (Food Grade)
- Benzoic Acid, U.S.P.
- Ethavan
- Fumaric Acid (Food Grade & CWS)
- Lactic Acid
- Methyl Salicylate
- Saccharin
- Sodium Benzoate
- Vanillin

PHARMACEUTICALS
- Acetic Acid
- Aspirin
- BMT
- Caffeine
- Methapyriline (Thenylpramine) Fumarate & HCl
- Phenacetin
- Phenolphthalein
- Salycilic Acid, Tech.
- Salicylic Acid, U.S.P.

COSMETIC AND SANITARY
- Benzyl Benzoate
- Coumarin
- Guaiacol
- Santophen 1
- Sopanox
- TCC

LUEDERS
- Flavors
- Perfumes
- Essential Oils

RAW MATERIALS
- Acetic Anhydride
- Flavor Ingredients
- Sod. Bichromate
- Sulfite Liquors

TOWOLDMON0009729

CELLU-CHEM

John Mullendore

Director



MARKETING
LLOYD SHAND, SALES DIRECTOR
Responsibility: Marketing plans, programs, budgets, performance, field sales

RESEARCH AND DEVELOPMENT
E. PETER BENZING, MANAGER
Responsibility: Technical capabilities and efforts; commercial development, innovative growth

FILTERED ROSIN PRODUCTS COMPANY
JOHN S. LAWS, PRESIDENT

WOOD TREATING CHEMICALS COMPANY
LOWELL GUTZLER, CONTROLLER

MANUFACTURING
BILL KUHN, MANAGER
Responsibility: Worldwide planning, organizing, directing, evaluating of manufacturing effort

ACCOUNTING REPRESENTATIVE
NORM EMGE

ENGINEERING (CED)
R. M. KOUNTZ, MANAGER

TOWOLDMON0009730

MARKETING ORGANIZATION

■PRODUCT SALES MANAGER: GIL KOSUP
Responsible for providing business direction, worldwide, for products and markets

■REGIONAL SALES MANAGERS

WESTERN	DOUG HANSEN (Santa Clara)
EASTERN	PHIL SLAYTON (New York)
AREA SALES MANAGER	HOWARD RICHARDSON (Everett)
AREA SALES MANAGER	ANDY REGO (Cincinnati)
SOUTHERN	RAY FORD (Atlanta)
CENTRAL	JOE MONTGOMERY (St. Louis) (Wood Treating Products)

PRODUCTS

CELLU-CHEM
- Dry Mersize CD_2 & RM
- Liquid Mersize TFL
- Pentachlorophenol (Penta)
- Santobrite
- Santosize ExCL
  - DSN
  - DSO
  - DSD
- Scripsets 500 series
- Scripset 101
- Scriptite 435

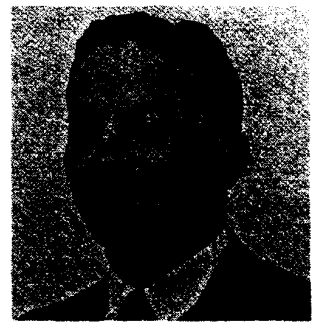
RAW MATERIALS
- Crude Tall Oil
- Rosin

WOOD TREATING PRODUCTS
- Pentachlorophenol (Penta)
- Noxtane 120 & SS
- Woodtox 109 & 140
- Lumbrella
- Woodtreats
- Pole-Life
- Pole-Treats

TOWOLDMON0009731

PLASTICIZERS

Jim Springgate



Director

MARKETING

WALLY SCHALK, SALES DIRECTOR
Responsibility: Marketing plans, programs, budget, performance, field sales

RESEARCH AND COMMERCIAL DEVELOPMENT

MARTIN FARRAR, MANAGER
Responsibility: Research and technology; commercial development, innovative growth

	MANAGER
APPLICATION RESEARCH	JOE DARBY
DEVELOPMENT	CHARLIE FARLEY PAUL GRAHAM LOU RAETHER

PROJECT DIRECTOR

ROGER BUCKNELL
Responsibility: Special projects, plasticizers

MANUFACTURING

JOHN SMITH, MANAGER
Responsibility: Worldwide planning, organizing, directing, evaluating of manufacturing effort

ACCOUNTING REPRESENTATIVE

ED MALEDON

ENGINEERING (CED)

R. P. STEVENS, MANAGER

TOWOLDMON0009732

MARKETING ORGANIZATION

- PRODUCT MANAGERS

GENERAL PURPOSE PLASTICIZERS	JACK LILLY
SPECIALTY PLASTICIZERS	WALT WAYCHOFF

- FIELD SALES MANAGER — JIM WRIGHT

REGIONAL MANAGERS

NEW YORK	ED FORDING
GREAT LAKES	DAVE BECHTOLD
NORTHEAST	JOE McNAMARA
SOUTHEAST	BOB BRELL
NORTH CENTRAL	GENE WILDE
SOUTHWEST	BOB JOHNSON

- DISTRIBUTION MANAGER — GIL BUHRMANN

PRODUCTS

GENERAL PURPOSE

- Adipates
- Decyl Phthalates
- Mixed Phthalates
- Octyl Phthalates
- Santicizer 711
- DUP (Di Undecyl Phthalate)

SPECIALTY

- Aroclors & HB-40
- BEM Phthalates
- Permanent Plasticizers
- Phosphates & Phosgards
- Phthalyl Glycollates
- Benzyl Phthalates
- Sulfonamides
- Solid Phthalates
- Octyl/Decyl Blends
- Adipate Blends
- Antioxidants
- Phosphites
- Modaflow

TOWOLDMON0009733

RUBBER CHEMICALS

Arne Obel

Director



PRODUCT DIRECTOR

JOE CRESCE

Responsibility: Develops plans and provides guidance on business opportunities, potential problems, long-range goals, and worldwide profitability.

MANUFACTURING

PAUL EDWARDS, MANAGER

Responsibility: Worldwide planning, organizing, directing, evaluating of manufacturing effort

ACCOUNTING REPRESENTATIVE — JACK WILLIE

COMMERCIAL DEVELOPMENT — PETE HARRIS, MANAGER (Akron)

Responsibility: Definition and exploitation of new opportunities in present and new markets

RESEARCH AND DEVELOPMENT

HARRY KILBOURNE, MANAGER (Akron)

Responsibility: Definition/development of necessary technology to achieve business objectives; technical service support to marketing

MARKETING

BREWIN CHENEY, SALES DIRECTOR (Akron)

Responsibility: Worldwide mkg.programs/performance

RUBBER TESTING INSTRUMENTS — JACK PAYNE, MANAGER

RELIABLE MANUFACTURING COMPANY — R. B. STAMP, PRES.

ENGINEERING (CED) — TOM LAFFERRE, MANAGER

TOWOLDMON0009734

MARKETING ORGANIZATION

(home office for this group is Akron)

- MANAGER, SALES PLANNING: JOE HENNINGER
  Responsible for business direction of products, markets, and technical service

- INDUSTRY MANAGERS

  NON-TIRE INDUSTRY: TOM POLLARD
  Responsible for sales to all non-tire accounts and for overall distributor relations

  TIRE INDUSTRY: GENE MOLLICA
  Responsible for sales to all tire accounts

- MANAGER, INTERNATIONAL SALES: FRANK KADLEC
  Responsible for coordinating all international (ex-European) marketing and field sales operations

PRODUCTS

RUBBER CHEMICALS
- A-1 (Thiocarbanilide)
- A-32 & A-100
- Ajones
- Cyclexes
- DPG (Diphenyl Guanidine)
- El Sixty
- Flectol H
- Mono Thiurad
- Nitrol
- PVI
- R-2 Crystals
- RZ 100
- Santocures
- Santoflexes
- Santovar A
- Santowhite
- Sulfasan R
- Thiofide
- Thiotax
- Thiurad
- Vocol
- Tertiary Butylamine
- 4NDPA

INSTRUMENTS & EQUIPMENT
- Rheometers
- Mooneys
- Teltak
- Specialty Equipment

RAW MATERIALS
- Aniline
- Carbon Bisulfide
- DPPD
- MIAK
- MIBK
- K_2CO_3
- Formic Acid
- CHM
- TBMC
- Morpholine

TOWOLDMON0009735

GENERAL CHEMICALS

Bob Bilger

Director



MARKETING

DICK GRONINGER, SALES DIRECTOR
Responsibility: Marketing plans, programs, budget, performance, field sales

TECHNOLOGY

DUTCH JOHNSON, MANAGER
Responsibility: Technical coordination, research and commercial development programs and efforts

COMMERCIAL DEVELOPMENT

BASIL DMUCHOVSKY, PROJECT MANAGER
DENNIS YOUNG, PROJECT MANAGER

MANUFACTURING

HOMER CARDER, MANAGER
Responsibility: Worldwide planning, organizing, directing, evaluating of manufacturing effort

ACCOUNTING REPRESENTATIVE

STEVE HINDS

ENGINEERING (CED)

CHARLIE LUECKE AND BOB LISCHER, MANAGERS

TOWOLDMON0009736

MARKETING ORGANIZATION

■ PRODUCT/MARKET MANAGERS

SALES DIRECTOR	FRANK NEMITS
CHLOROBENZENES & DERIVATIVES	JACK HUTCHISON
PHTHALIC AND MALEIC FAMILY	DICK HOOVER
PHENOL FAMILY & BIPHENYL	BILL GISSENDANNER
SPECIALTY PRODUCTS	ROG SELLEW
ADIPIC & TOLUENE FAMILIES	SHERM LYON

■ REGIONAL MANAGERS

NORTHEAST	JOHN ELWOOD
NORTH CENTRAL	JIM FEEKS
MID ATLANTIC	MACK NICHOLS
WESTERN	DAVE BEASON

PRODUCTS

CHLOROBENZENES & DERIVATIVES
- Monochlorobenzene
- ortho-Dichlorobenzene Technical
- ortho-Dichlorobenzene Special
- para-Dichlorobenzene (Santochlor)
- ortho-Nitrochlorobenzene
- para-Nitrochlorobenzene
- ortho-Nitroaniline
- para-Nitroaniline
- ortho-Nitrophenol
- para-Nitrophenol
- Sodium para-Nitrophenate
- 3,4-Dichloroaniline
- ortho-Nitroanisole
- ortho-Anisidine
- para-Anisidine
- ortho-Chloroaniline
- para-Chloroaniline
- ortho-Phenetidin
- para-Phenetidin
- Dodecyl Aniline

PHTHALIC & MALEIC FAMILY
- Phthalic Anhydride
- Maleic Anhydride
- Fumaric Acid
- Phthalyl Chloride

PHENOL FAMILY & BIPHENYL
- Biphenyl Technical
- 2,4-Dichlorophenol
- Dihydroxy Diphenyl Sulfone
- Kalcolor Acid
- 5-Sulfosalicylic Acid
- ortho-Chlorophenol
- Phenol
- para-Chlorophenol
- Phenol Sulfonic Acid

TOWOLDMON0009737

SPECIALTY PRODUCTS

- Bisphenol A
- Cresyl Diphenyl Phosphate (CDP)
- Defoamers
- Dimethyl Acetamide (DMA)
- Ethylene Dichloride
- Ethyl Chloroacetate
- Maleates/Fumarates
- Methyl Diphenyl Phosphate (MDP)
- Tetrachlorophthalic Anhydride (TCPA)
- Tetrapropenylsuccinic Anhydride (TPSA)
- Tricresyl Phosphate (TCP)

ADIPIC & TOLUENE FAMILIES

- Adipic Acid
- Benzoic Acid, Tech.
- Benzyl Chloride
- Cyclohexanol
- Cyclohexylamine
- Nitrobenzene
- para-Toluenesulfonamide
- para-Toluenesulfonylchloride
- Sodium Benzoate Technical
- Sodium meta-Nitrobenzene Sulfonate
- Toluenesulfonic Acid Technical

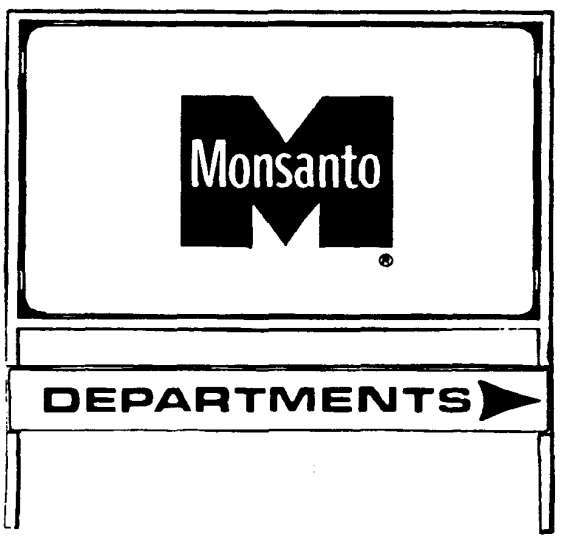
HEAVY CHEMICALS

- Muriatic Acid

RAW MATERIALS

- Acetone
- Benzene
- Caustic Soda
- Chlorine
- Chlorosulfonic Acid
- Naphthalene
- Nitric Acid
- ortho-Xylene
- Soda Ash
- Toluene

TOWOLDMON0009738


Monsanto
DEPARTMENTS

MANUFACTURING

Fred Holzapfel

Director



MANUFACTURING MANAGERS

JACK MOLLOY (Oil Additives)
Others listed by business group

PLANT MANAGERS

DON EDWARDS (Seattle)
JERRY BRATSCH (Krummrich)
GEORGE KNOLLMEYER (Delaware River)
BILL McGUIRE (Nitro)
JACK MUNIE (Queeny)
GENE JESSEE (Anniston)

GUEST SUPERINTENDENTS

RALPH HOLTSCHLAG (Bayou/Texas City)
JOHN WHITE (Everett)
CHARLIE WEINGARTNER (Long Beach)
JACK GRAVES (Luling)

MANUFACTURING SERVICES

DES HOSMER, MANAGER

Responsibility: Coordination of customer service, production scheduling & distribution; environmental engineering, maintenance, foreign manufacturing, technical service

TOWOLDMON0009740

TECHNOLOGY

Bill Roos

Director



Responsibility: functionally directs technical effort; coordinates technical plans of business groups; provides resources for technical programs; directs technology assessment function.

PROCESS TECHNOLOGY — OLLIE DEGARMO, MANAGER
Responsibility: division process technology, plant process research; liaison with Mfg., CED

PROCESS DEVELOPMENT & SPECIALTIES
JACK QUINN, SECTION MANAGER

ADMINISTRATION AND APPLIED SCIENCES
TRACY PATRICK, MANAGER
Responsibility: administration of dept's facilities, personnel policies; coordination of budgeting, cost accounting; direction of applied science function.

APPLIED SCIENCES — BOB KELLER, SECTION MANAGER

PERSONNEL — HANK BARNSTORFF, STAFF MANAGER

ACCOUNTING REPRESENTATIVE — BARBARA SCHOMAKER

TECHNOLOGY ASSESSMENT
BILL KNOWLES, SENIOR SCIENTIST
HENRY GODT, MANAGER
Responsibility: assessment of present division-wide technology; conception and evaluation of radically new approaches.

TOWOLDMON0009741

PERSONNEL

Howard Mitchell

Director



Responsibility: Advice and assistance to line organization in the areas of professional employment, personnel development, compensation and employe benefits, communications, labor relations, organization planning and related personnel areas.

	MANAGER
COMPENSATION AND EMPLOYE BENEFITS	RICH ROCKEFELLER
PERSONNEL DEVELOPMENT	PAUL HEISLER
COMMUNICATIONS	GEORGE RANKEY
PROFESSIONAL EMPLOYMENT	JIM ROARK
ORGANIZATION PLANNING	HAROLD SCHNEIDER
ORGANIZATION PLANNING	DAVE VAHLKAMP

TOWOLDMON0009742

ACCOUNTING

Lee Ledbetter

Controller



ACCOUNTING SYSTEMS, PROJECT ANALYSIS, AND DATA CONTROL	MANAGER BOB ELMIGER
BUSINESS ANALYSIS, PLANNING AND CONTROL	ELMER PRIDDY
MANUFACTURING ACCOUNTING	HOWARD HARMON
PERSONNEL	JACK LANZ

(Accounting representatives to business groups are listed by business group.)

TOWOLDMON0009743

SALES ADMINSTRATION

Harry Scott

Manager



Responsibility: All sales support activity, including hiring and orientation of personnel

CUSTOMER ORDER PROCESS AND MARKETING SERVICES — RUSS SPRAGUE, MANAGER

MARKETING RESEARCH — JOHN HARRIS, MANAGER

PERSONNEL — JIM BRINKS

TOWOLDMON0009744

DEVELOPMENT

Clint Kemp

Manager



Responsibility: Exploring opportunities in new business areas and technical direction of pioneering research activities.

SCIENTISTS	RUSS GAERTNER BILLY VINEYARD
VAPOCOUPLING PROGRAM	DON VAN EENAM
DEVELOPMENT INFORMATION	HARRY HEHNER

TOWOLDMON0009745